



# What have I gotten myself into?!

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Intro

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# About me

- Started career in Eesti Energia in 2006 as a tester and Java developer
- Software solution architect and Java developer from 2013 to 2016 in Tieto Estonia
- Software solution architect and developer in Helmes from 2016 to present

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# Things I do currently

- Support the professional development of our developers
- Oversee the architecture of internal systems
- Technical proposals (system design)
- A large refactoring project: from monolith to dedicated services

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**650+**

experts

**32m**

annual turnover

**28+**

years

**Tallinn**

Estonia (HQ)

**Minsk**

Belarus

# Our clients

## International

- Telia
- K&N
- Post11
- Onepark
- Audatex
- OECD

## Local

- Piletilevi
- Elering
- PERH
- Some ministries
- Municipality of Tallinn
- Estonian unemployment fund

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# Our way of working

- Team model
  - Autonomous teams
  - Core team
  - One team in one room
  - Reward system
- Long term partnership
- IT-partner for our clients

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Insights into  
modern project  
development

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# IT projects

## Alternatives

- Common off the shelf components and applications
- Excel?
- Update business process

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# IT projects

**Why develop anything at all?**

- Make profit for the customer
- Create solutions for the actual user not the buyer

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# Customer

- Business value through automatisisation
- Prefers fixed budget
- IT-distant (focused on the feature)
- „We need a system that does [list of features]“

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# Contractor

## Seeks for profit

Tries to sell out maximum amount of hours disregarding the (customer) business value

Might seem like a good partner (agrees with all the ideas that customer proposes)

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# Contractor

## **Seeks to add value to the customer**

Determine the best solution for the customer even if this means not developing anything at all.

Find the appropriate platforms, even if not in the expertise of the contractor (subcontracting)

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# Contractor

## **Executes the tasks**

Completes the tasks with the tools available and known to the contractor

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# Contractor

## **IT-partner**

Thinks together with the customer

Finds out the 'why'

Helps to prioritise the tasks regarding IT specifics

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# Contractor

## Product company

The product itself is the source of the main revenue.  
Improvements to the system are seen as investments,  
not cost

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# Contractor

## **Service company**

The employee is the source of the main revenue. The best tools and working environment together with trainings are investment not cost.

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# Contractor

## **IT department of a company**

Cost unit. The budget is minimal. Everything must be implemented as cheap as possible

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# Team lead

## Splitting the hourly rate

- Workers rate: for a developer earning 2,5k€ net, the team must pay 4337€
- Helmes brandfee: 1,9k€ per worker (office, accounting and other central fees)
- This gives us a base fee of 39€/h, profit margin can vary from 10 to 30 per cent given the riskiness of the project
- Buffer hours are presented as a separate line when creating the offer
- Software licencing and other similar expenses must be covered by the teams hourly rate (team events etc.)
- Bonuses are divided from the profit margin, starting with the team

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# The project - Technical details

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# Challenges (greenfield project)

**Technologies**

**Frameworks**

**Platforms**

**Components**

**Methodology**

**Communications**

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# Junior developer

- Role
- How can a junior dev contribute to the project?

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# API-DOC: Tab "Hooaja üritused" in season ticket event view



Edit



Comment

Assign

More ▾

To Review

Verify

Workflow ▾

> Details

▼ Description

## Description

In case of a season ticket:

- Do not display the date and time of the season ticket:



- Display tab "Hooaja üritused". Tab is also seen in the popup of "Loe rohkem".

Under this tab the user can see all single events under this season ticket. Displayed like this:

"Hooajapileti alla kuuluvad üritused:

- Name and date + time of the event
- Name and date + time of the event
- Name and date + time of the event

..."



## Acceptance criteria

- Since season ticket's date and time give no correct information, they are not displayed in event details view .
- User can see all events of the season under the tab "Hooaja üritused" in season ticket event view.



Q & A

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